



Tory Hanna, AICP

Vice President of Development

Results-driven Renewable Energy professional and Land Use expert with over 18 years of experience in Urban Planning, Business Development, with expertise in Project Siting and Origination. Proven track record of driving revenue growth and building successful partnerships across various industries. Demonstrated management leadership and strategic planning skills.

Contact  
**Email**  
torylhanna@gmail.com  
**Address**  
1125 Fowler Rd Whitingham Vermont  
**Phone**  
413-522-7460  
**Link**  
linkedin.com/in/torylhanna

Experience

Dec 2019 - Present	<ul style="list-style-type: none"><li>Vice President of Business Development and Origination <b>Davis Hill Development (Commercial and Utility development arm of Skyview Ventures)</b><ul style="list-style-type: none"><li>Driving current and new market strategy, strategic partnerships, and managing BD and project Origination activities for Solar, Standalone Battery Storage, and EV Charging (MA, NY, VA, MD, NH, DC, PA, TN, KY, OR, and CT)</li><li>Managing 5 personnel, originated over 550MW of projects, and developed over 25MW to NTP - Net Present Value of greater than \$42.5M</li><li>Executed on 2023 strategy for 120MW of site control, and 15MW to NTP</li><li>Began development activities on 100MW Tenn Valley Authority Project located on Brownfield Property</li></ul></li></ul>
May 2015 - Dec 2019	<ul style="list-style-type: none"><li>Co-Founder and Head of Business Development <b>Origin Solar Energy</b><ul style="list-style-type: none"><li>Head of Origination and Business Development team, and proud Co-founder</li><li>8MW of MA SREC II Projects, helped secure joint venture with Citizens Energy (Joe Kennedy's Renewable Company) Project COD 2019</li><li>Originated 2MW AC project for Summit Ridge Renewables in hyper-competitive IL Community Solar program - Project COD 2020</li><li>Originated 2.5MW AC project for Eden Renewables under NY Community Solar program - Project COD 2021</li></ul></li></ul>
Jan 2011 - Sep 2014	<ul style="list-style-type: none"><li>City Planner II/Work Force Development Program Director <b>Brooklyn Navy Yard Development Corporation</b><ul style="list-style-type: none"><li>Developed grant opportunities and fostered relationships with over 20 Brooklyn Navy Yard businesses and successfully obtained \$175, 000 in post-Hurricane Sandy recovery funds (FEMA)</li><li>Successfully development, established and managed Brooklyn Tech Triangle (BTT) Internship PILOT Program and grew cohort participation to over 400% within</li><li>Successfully managed CUNY Service Corps 24-week Internship program, amongst 3 participating Universities. Received 2014 CUNY Service Corps</li><li>Supervisor of the Year Award 2014!</li></ul></li></ul>
Jun 2006 - Dec 2010	<ul style="list-style-type: none"><li>City Planner <b>Pittsfield Department of Planning &amp; Community Development</b><ul style="list-style-type: none"><li>Directed and administered all Staff activities for the Pittsfield Zoning Board of Appeals,Pittsfield Planning Board, and Pittsfield Historic Commissions; coordinated interdepartmental plan reviews for over 35 major development projects, raning from commercial to industrial, including solar farms</li><li>Completed 2010 City of Pittsfield Comprehensive Master Plan; resulting in the expansion of a Downtown Arts Overlay District, the creation of Smart Growth Overlay District, and the creation of a Sidewalk Café Ordinance</li><li>Led the expansion of the Department; obtained funding and created/managed a Permitting Coordinator and City Brownfield Program Manager position resulting in programmatic productivity increases of 25</li><li>Secured over \$150, 000 in Revolving Loan funding for Brownfield redevelopment, competitive County program</li><li>Rotary International Group Exchange: Was awareded young professionals travel scholarship. Completed 45-day cultural and professional exchange, visiting 15 local Rotary Clubs, stayed with high - ranking Rotarian members and families, toured cultural institutions and businesses, studied Japanese language and writing</li></ul></li></ul>

Education

Aug 2014 - Dec 2015	<ul style="list-style-type: none"><li>M.A. Sustainable Development <b>SIT Graduate Institute, Brattleboro VT</b></li></ul>
Sep 2002 - May 2006	<ul style="list-style-type: none"><li>B.S. Environmental Design Concentration Urban Studies <b>University of Massachusetts, Amherst MA</b></li><li>Urban Planning (Semester Abroad) <b>University of Cape Town, South Africa</b></li></ul>

Skills

Renewable Energy Origination

ArcGIS

Urban Planning

Solar Project Development

Geographic Information Systems (GIS)

Presentation skills

Project Managment

Market analysis

Lead generation

Contract management

Projects

- 100MW TVA Tranmission Project, Site Control and Interconnection has commenced
- 40MW operational and owned by CVE Renewables, led origination efforts and secured 7% of entire MA SMART Program allocation
- 7.5MW Dual Use (Sheep Grazing) Community Solar Project, 1st in Renssalear County NY
- 2.8MW Landfill Project (on EPA Superfund) Cortland, NY

Certifications

- Certified Urban Planner with the American Planning Association (APA) American Institute of Certified Planners (AICP) 2014 - Current
- FAA Part 107 Pilot License
- Massachusetts Certified Foster/Respit Parent

Publications

- Putting the 'Community' in Community Solar (Planning Magazine) - The Magazine of The American Planning Association • Mar 1, 2017
- Solar Urban Planning: Addressing barriers and conflicts specific to Renewable Energy Policy and the current field and practice of Urban Planning within the context of a changing Climate
- A Different Perspective: Drones are changing the way you and your clients view their landscapes. Lawn & Landscape • Oct 1, 2017